A PROPERTY MANAGERS GUIDE TO FIBER-TO-THE-UNIT WITH GREENLIGHT

Elevate your property with fiber-optic Internet

Last Update – March 18, 2021

greenlight networks

Greenlight Networks is a fiber-optic Internet provider offering residential, multi-dwelling buildings and small business customers Internet speeds up to 2 Gigabits per second. Based in Rochester, NY and founded in 2011, Greenlight builds, owns, and operates our own fiber-optic network to provide customers with an amazingly fast internet connection.

WHO ARE WE?

Our Business Development team will work with you every step of the way to ensure that your building is future proofed for the ever-increasing bandwidth needs as new technology arises.

We promote serviceable properties through social media and emails as well as provide an individual property page, featured on our "Apartments with Greenlight" webpage. This landing page provides details to your current and future tenants on your building's specific high speed internet setup, upgrade options, router recommendations and more!

GET CONNECTED WITH US TODAY!

business@greenlightnetworks.com

THE BENEFITS FOR APARTMENTS WITH FIBER

Higher Rent

Renters are willing to pay an additional 8% more a month for an apartment with fiber-optic Internet access.

Reduce Turnover

Access to fiber-optic Internet has shown to increase tenant satisfaction, retention rates and the likelihood of getting a referral. Installing fiber-optic cable in apartments is a win-win for you and your residents!

Increase Property Value

You can increase your property value by 3.1% just by having fiber installed.

Future Forward – Future Proof

Traditional copper wiring is expensive and has limitations including reduced bandwidth capabilities. Each year, the need for bandwidth increases as new technology arises—and consumer demand rises with it. Fiber does not see these limitations and with its installation in your building, it will be ready to handle residents needs for years to come!

+77.4

Net Promoters Score

*Customer loyalty metric used to determine how likely someone is to recommend a service product.

Internet Service Average NPS score is -1

Fiber-optics Overview

Fiber-optic Internet.

Fiber-optic Internet is the future of broadband. It uses fiber-optic technology to reach the fastest speeds available today. Greenlight's network supports up to 10GB today and will be able to scale our fiber up to 100Gbps and beyond in the future.

Fiber To The Unit.

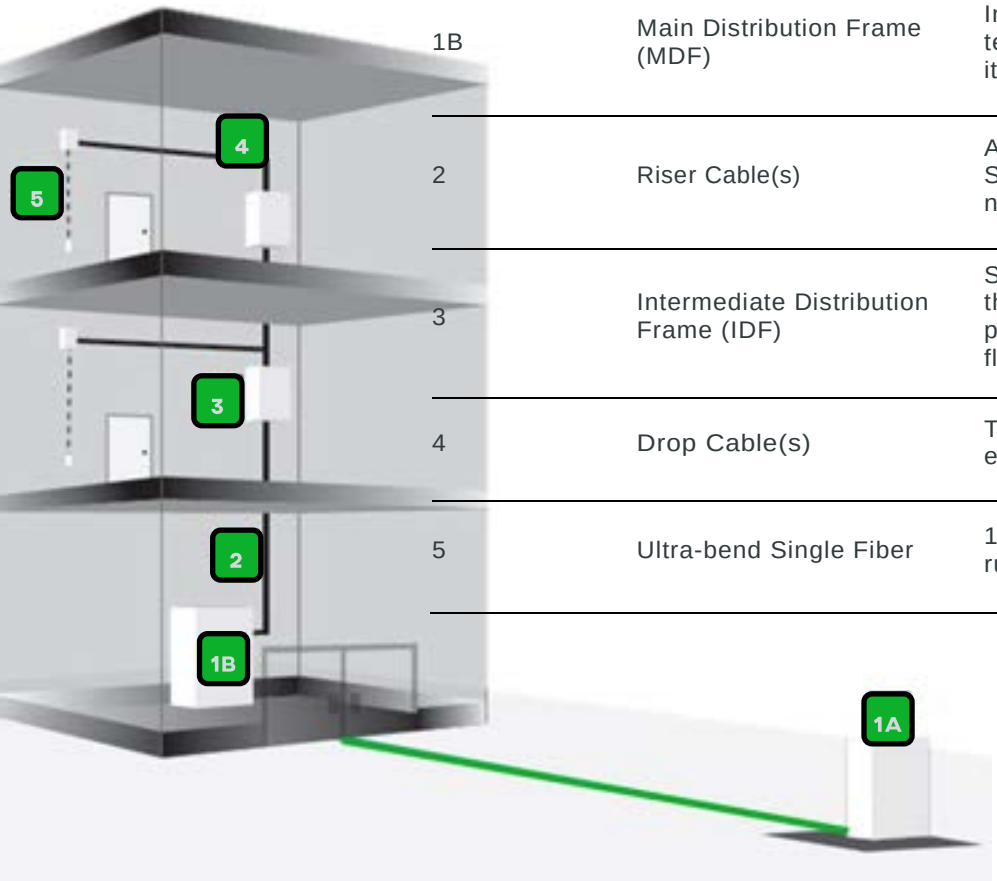
Fiber to the unit (FTTU) means that our optical fiber connection ends directly in the tenants living space. This allows us to give our customers pure fiber, right to the optical network terminal (ONT), with no copper cables involved.

Optical Network Terminal.

An optical network terminal or ONT, is the equipment Greenlight provides our customers, which converts the fiber network signals from light into Ethernet for your router to use.

Components of a FTTU Network

Diagram #	*Network Element*	*Description*
1A	Fiber Distribution Hub (FDH)	The starting point in the network.
1B	Main Distribution Frame (MDF)	Interconnects and manages the telecommunications wiring between itself and remotely located IDFs.
2	Riser Cable(s)	Also known as the distribution cable. Serves as the backbone of the network.
3	Intermediate Distribution Frame (IDF)	Serves as a transition point between the Riser and Drop cables. Often placed on every floor or every other floor.
4	Drop Cable(s)	The cable that runs from the IDF to each living unit.
5	Ultra-bend Single Fiber	1 count fiber-optic cabling component run within each living unit.



Pathway Developments

Greenfield: Pathways for New Buildings

Bringing Greenlight's fiber-optic network to a building while it is being constructed allows us to place our fiber to every living unit during initial construction. We will work with the Building Owner to design a solution that fits the needs of the property and its tenants, as well as provide a temporary connection to construction trailers at a discounted rate.

Notes:

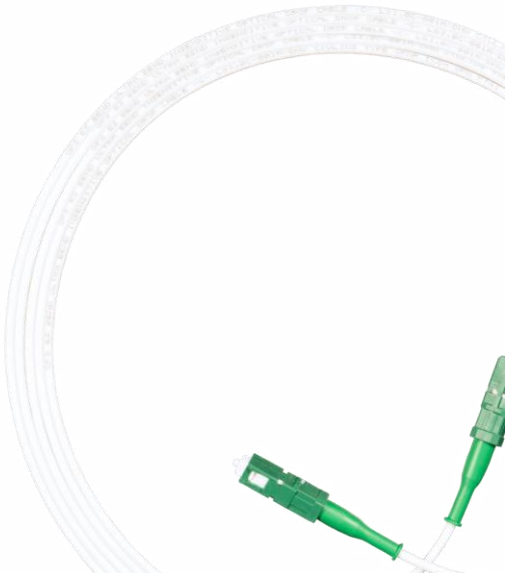
- Greenlight is responsible for providing all fiber material and equipment to construct our network in the building.
- The Building Owner is responsible for providing Greenlight with access to the main utility room, secondary communication rooms and access of the internal riser space (pathways) or conduit required to install each unit.
- The Building Owner's Electrician is responsible for running the ultra-bend single fiber, provided by Greenlight, from the secondary communication rooms (where the IDFs will be located) to each unit getting service.
- Greenlight shall be responsible to terminate the fiber and install an ONT and slack storage in each serviceable unit. A standard AC power outlet is needed within 5' of the location of the fiber-optic cable installed in each unit.

Brownfield: Pathways for Existing Buildings

Our team will work with the Building Owner to make use of any existing and accessible pathways or conduit. When pathways are not available, we utilize the OFS InvisiLight Solution, a revolutionary system that enables fast, easy-to-install and almost invisible fiber drop connection to and/or within the indoor living unit.

Notes:

- Greenlight is responsible for providing and installing all fiber material and equipment to construct our network in the building.
- The Building Owner is responsible for providing Greenlight with access to the main utility room, secondary communication rooms and access to any internal riser space (pathways) or conduit required to install each unit.
- The Building Owner is responsible for providing access to all units in the building.
- Greenlight shall be responsible to terminate the fiber and install an ONT and slack storage in each serviceable unit. A standard AC power outlet is needed within 5' of the location of the fiber-optic cable installed in each unit.



OFS InvisiLight Optical Solution Overview

The OFS InvisiLight Solution, launched in 2012, is a revolutionary system that enables fast, easy-to-install and almost invisible fiber drop connection for fiber-to-the-unit (FTTU) services.

The InvisiLight Solution allows quick and easy indoor optical fiber installation. Installers unwind the optical fiber, route it along a predetermined path and simply adhere it in place. Using this innovative yet simple process, the installer adheres the fiber in crevices where walls intersect (drywall, brick, or concrete) and along crown molding, baseboards, and various ceiling surfaces. This solution offers consumers a safe, protected optical fiber link that blends seamlessly into the living unit, virtually invisible to the eye and installed without disruption to the homeowner or decor. In addition to these benefits, the optical fiber can also be painted or caulked over if desired.

MDU, Business, and In Living Unit Solutions

EZ-Bend® Solutions

Typical living units have many corners around which an optical fiber may need to be conformed to reach the ONT. OFS EZ-Bend Solutions can be bent around up to 50 corners with negligible signal loss. Ordinary bend insensitive solutions may produce excessive loss with just a few bends.

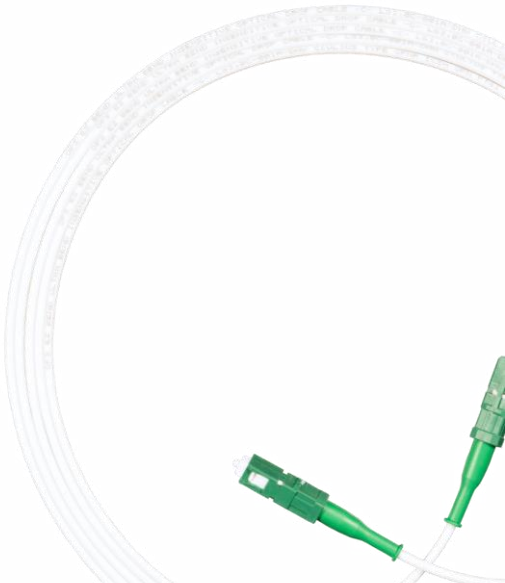
Invisilight Solution and Greenlight

Greenlight has installed The Village Gate, 285 Oxford St, Sutton Park, and other Brownfield buildings in the Rochester area with the Invisilight optical fiber Solution. Property Owners, Managers, and tenants approve of this virtually invisible product that is paintable and can be run along the molding of hallways and in the units.

The installation of the Invisilight fiber at our 277 N. Goodman and 274 N. Goodman buildings in the Village Gate was painless. The installers were professional and quick to complete the job and our tenants love the ease of the set up. I cannot wait for them to complete our next building at 302 N. Goodman!!

— Kathryn Capierseho,

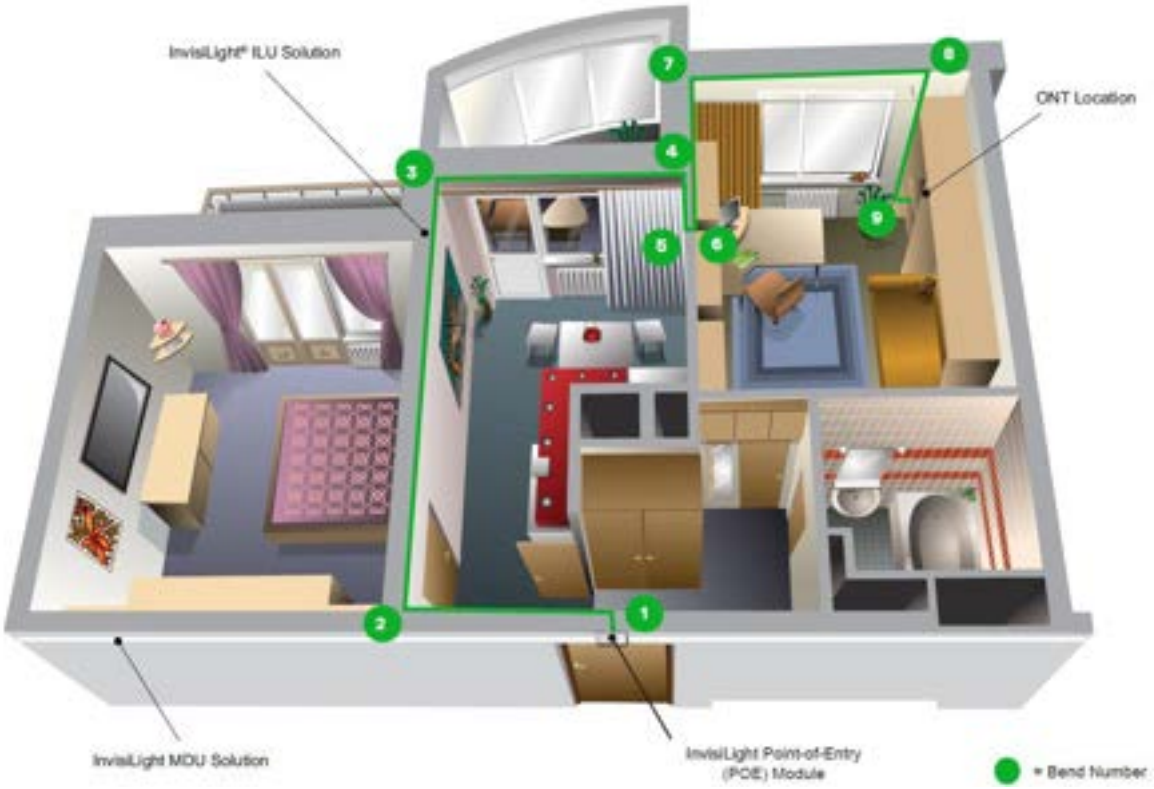
Leasing Manager & Tenant Relations at Stern Properties



InvisiLight Optical Solutions

TYPICAL INSTALLATION

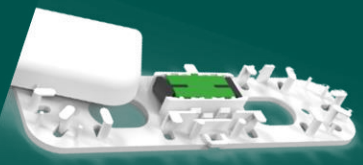
The fiber path shown below is an excellent application for the InvisiLight Solution.



INVISILIGHT MDU SOLUTIONS

MDU Hallway

POE Module



Tenant Connection

InvisiLight Fiber

InvisiLight® Solutions

Virtually Invisible and Accepted by Customers

Inside the living units, the EZ-Bend Optical Fiber can be routed around many corners with negligible signal loss. The consumer and pet-safe installation adhesive dries in approximately 60 minutes, allowing the installer to quickly adjust the optical fiber if needed. With the innovative wall mount module, this plug-and-play solution solves the slack management challenge with a spinning spool (or auto-slack manager) in the module itself.

The InvisiLight ILU Solution helps an installer to quickly adapt to the indoor environment, offering substantial flexibility in routing fiber to the desired optical network terminal (ONT) location. In some cases, at the installer's discretion, the optical fiber can be routed from the wall-mounted module towards the ONT or from the ONT towards the wall module. Installation time decreases with easy pre-planning and minimal experience, with a typical unit installation taking approximately 30 minutes.

Advantages of InvisiLight Optical Solution

- Easy, quick install
- Simple and flexible versus traditional methods
- Paintable and blends into decor
- EZ-Bend fiber enables virtually unlimited number of bends
- No nails, staples, or sawing
- Attaches to typical indoor surfaces
- Reliable and protected by its proximity
- Décor, wall corner and obstacle friendly
- Easy to reposition or remove

For more information on the required agreements and installation services, or to arrange a meeting and/or site visit to bring Greenlight Networks fiber-optic Internet to your property, please contact us at

585-351-6600 or
business@greenlightnetworks.com